

## Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 CIAE-00 PM-05 INR-10 L-03 ACDA-12  
NSAE-00 PA-01 SS-15 SP-02 ICA-11 TRSE-00 NSC-05  
MCE-00 OMB-01 EB-08 COME-00 /086 W  
-----057478 090100Z /21

R 080946Z APR 78  
FM AMEMBASSY BRUSSELS  
TO SECSTATE WASHDC 5921  
SECDEF WASHDC  
DSAA WASHDC  
USCINCEUR VAIHINGEN GER  
USMISSION USNATO  
USNMR SHAPE

C O N F I D E N T I A L BRUSSELS 06873

SECDEF FOR OSD/ISA-EUR.

EO 11652: GDS  
TAGS: MPOL, EIND, BE  
SUBJ: ARMORED VEHICLE (AIFV-M113) PROCUREMENT BY  
BELGIAN ARMY.

1. CORPORATE OFFICIALS OF FMC, US CONTENDER FOR BELGIAN VEHICLE, WERE CALLED TO MINISTER OF DEFENSE VANDEN BOEYNANTS' OFFICE ON 5 APRIL, TO DISCUSS SITUATION OF BELGIAN PURCHASE. IN A NO-HOLD-BARRED CONVERSATION MINISTER VANDEN BOEYNANTS INFORMED AMERICAN COMPETITIVE INTEREST THAT ON TECHNICAL GROUNDS FMC WAS SATISFACTORY, BUT THAT ON ECONOMIC COMPENSATION AND PRICE FMC WAS FAR FROM ADEQUATE. THE MINISTER HAS GIVEN FMC UNTIL 14 APRIL TO PROPOSE ANY ADDITIONAL ECONOMIC COMPENSATION PLANS AND TO RETHINK THEIR PRICING.

2. IN CONVERSATIONS WITH FMC OFFICIALS WE WERE TOLD THAT THE PRICING ISSUE WOULD BE ADDRESSED FIRST - PROBABLY ON  
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10 APRIL - BUT THAT THE ECONOMIC COMPENSATION ISSUE APPEARED BEYOND THE CAPABILITIES OF FMC TO RESOLVE. THEIR COMPETITORS, FRANCE AND SWITZERLAND, APPARENTLY ARE WILLING TO GUARANTEE 100 PERCENT OR MORE OFFSET WITH OBVIOUS FRENCH GOVERNMENT BACKING TO THEIR GUARANTEE.

3. WOULD ANTICIPATE THAT HIGH LEVEL FMC DELEGATION WILL

CONTACT DEPARTMENTS OF STATE AND DEFENSE WEEK OF 10 APRIL TO DISCUSS SITUATION. GIVEN PRONOUNCEMENT BY VANDEN BOEYNANTS TO FMC, IT APPEARS THAT U.S. EFFORT IS IN JEOPARDY. SUGGEST THAT U.S. MAY WISH TO RAISE NATO STANDARDIZATION ISSUE WITH BELGIAN GOVERNMENT SOONEST AND EXPLORE OTHER AVENUES WITH FMC OFFICIALS.

4. FROM ALL EMBASSY HAS BEEN ABLE TO LEARN, BELGIAN ARMY IS TOTALLY COMMITTED TO PURCHASE OF U.S. VEHICLES AND INDICATED THAT U.S. VEHICLE WON PERFORMANCE TEST IN ALL CATEGORIES; THEREFORE, ISSUE WILL BE RESOLVED BY ECONOMIC CONSIDERATIONS AND POSSIBLY BY OTHER U.S. INITIATIVES. ALTHOUGH BELGIUM IS NOTED FOR SETTING SHORT SUSPENSES FOR EVERYONE ELSE AND DRAGGING OUT ISSUES ON THEIR OWN, WE BELIEVE THAT IN THIS ISSUE TIME HAS A REAL MEANING AND IF WASHINGTON DOES CHOOSE TO REACT, A TIMELY REACTION WOULD BE IN ORDER. GDS 31 DEC 84. CHAMBERS

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NNN

## Message Attributes

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**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** PROCUREMENT, MILITARY EQUIPMENT, TRUCKS, GROUND VEHICLES  
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**Copy:** SINGLE  
**Draft Date:** 08 apr 1978  
**Decaption Date:** 01 jan 1960  
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**Disposition Approved on Date:**  
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**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
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**Disposition Reason:**  
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**Executive Order:** GS  
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**Subject:** ARMORED VEHICLE (AIFV-M113) PROCUREMENT BY BELGIAN ARMY.  
**TAGS:** MPOL, EIND, BE, US  
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**Type:** TE  
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**Review Markings:**  
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